

DX 2772 Referenced in Pearson Trial Decl.



A Reimbursement Review

Becky Hayes

Jeanette Dominguez

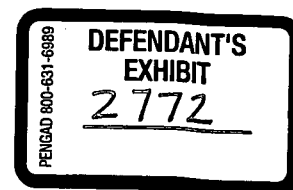
April 16, 2003

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What we will cover...

- ❑ Know who to contact for reimbursement questions
 - ❑ Know what reimbursement pieces to use with providers/staff
 - ❑ Know how to present PROCRIline.com features to a customer
 - ❑ Review Fact sheets on:
 - PROCRIline Services
 - Update on the Ambulatory Payment Classification Final Rule
 - Streamlined Application System (SAS) Expansion Program
 - Medicaid
 - ❑ A quick review of Medicare and coding
-

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PROCRIline

Phone: 800-553-3851 Mon.- Fri. 9AM -8PM EST

Fax: 800-987-5572

Website: www.procritline.com

PROCRIline Services

- Assists with billing, coding & appeals
- Verifies insurance coverage
- Shares insurance guidelines
- Manages Patient Assistance Programs
- Provides drug replacement to healthcare professionals when a financially and medically qualified patient's claim is denied and unsuccessfully appealed

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Ortho Biotech Reimbursement Solutions

Toll free hotline for DOXIL:

- ◆ 800-609-1083
- ◆ Assist with DOXIL billing, coding and appeals
- ◆ Manage DOXIL Patient Assistance and Replacement Programs
- ◆ Analysts answering PROCRITline and Reimbursement Solutions are cross trained to answer PROCRIT and DOXIL calls

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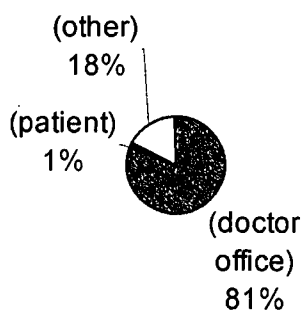
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PROCRITline/Reimbursement Solutions Statistics-2002 Caller Types



Note: Total Calls for 2002 - 57,406. Majority of calls are from physician's office-(office manager, nurse, etc.)

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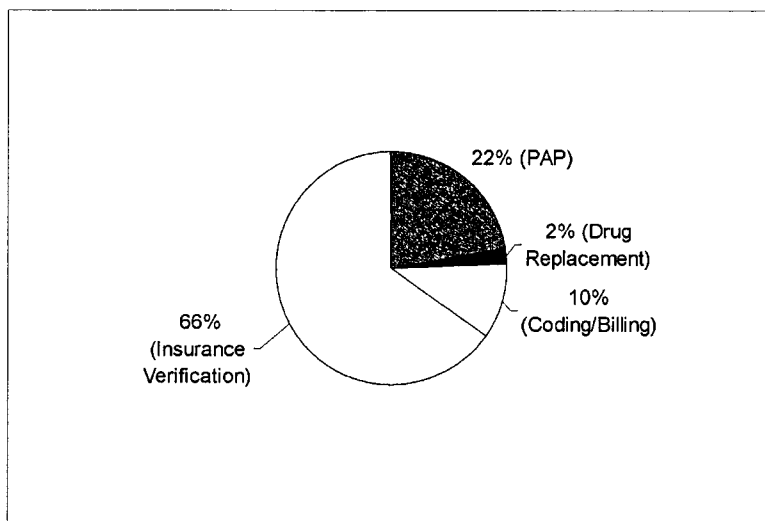
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PROCRIline/Reimbursement Solutions Statistics-2002 Utilization by Program/Services



Most calls are initially about insurance verification, some end up as PAP cases

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Keys to Using the 800#s

- ◆ PS should not call hotline with patient specific information
 - ◆ For Patient Assistance Programs (PAP), patients and physicians must complete PAP form.
 - ◆ Patient must provide proof of income
 - ◆ Patient must sign authorization to release patient specific information
 - ◆ Physician must sign if drug is shipped to office for indigent patient
-

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A Review of :

PROCRIT Patient Assistance
Summary Grid and Frequently
Asked Questions on
PROCRITline Services

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Key Highlights of the Patient Assistance Programs and FAQs

- ◆ There are now 2 methods of delivery for PROCRIT patient assistance drug:
 - a drug card
 - product delivered to the physician's office
 - ◆ Patients/Providers do not need to fill out the Patient Assistance application form to have their insurance verified. As of 4/14/03, patients will need to sign an Authorization form.
 - ◆ Providers can indicate the actual vial size for the patient assistance program on the application.
-

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PROCRIITline.com demonstration

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New PROCRIITLine.com Key Features

- ◆ Website is easy to navigate
 - ◆ Patient Assistance Program Application Form available in .PDF format
 - ◆ Local Medical Review Policies are available in .PDF format and via link to Carrier/Fiscal Intermediary site
 - ◆ Several reimbursement resources available on the website (links to websites, ICD-9 guides, sample superbills, etc.)
 - ◆ Access to sample claim forms
 - ◆ On-line registration available
-

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Who to Call with Reimbursement Issue

- ◆ PROCRITline and Reimbursement Solutions 800 #s
 - ◆ *Always call them first!*
- ◆ Field Reimbursement Manager
 - ◆ Medicare or Medicaid coverage or policy issue
- ◆ In House Reimbursement Manager
 - ◆ Compliments/complaints about PROCRITline
 - ◆ Competitive intelligence on Aranesp reimbursement programs
 - ◆ ACCC meeting questions
 - ◆ Field Reimbursement Manager referred you

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How to Work with Your Field Reimbursement Manager

- ◆ Know your Medicare Guidelines
- ◆ Discuss issues with your DM first
- ◆ Gather all pertinent facts of issue (not patient specific information)
- ◆ Call your Field Reimbursement Manager
 - ◆ 4 franchises, 5 states, 60 reps per reimbursement manager

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A Review of :

Available Reimbursement
Resources

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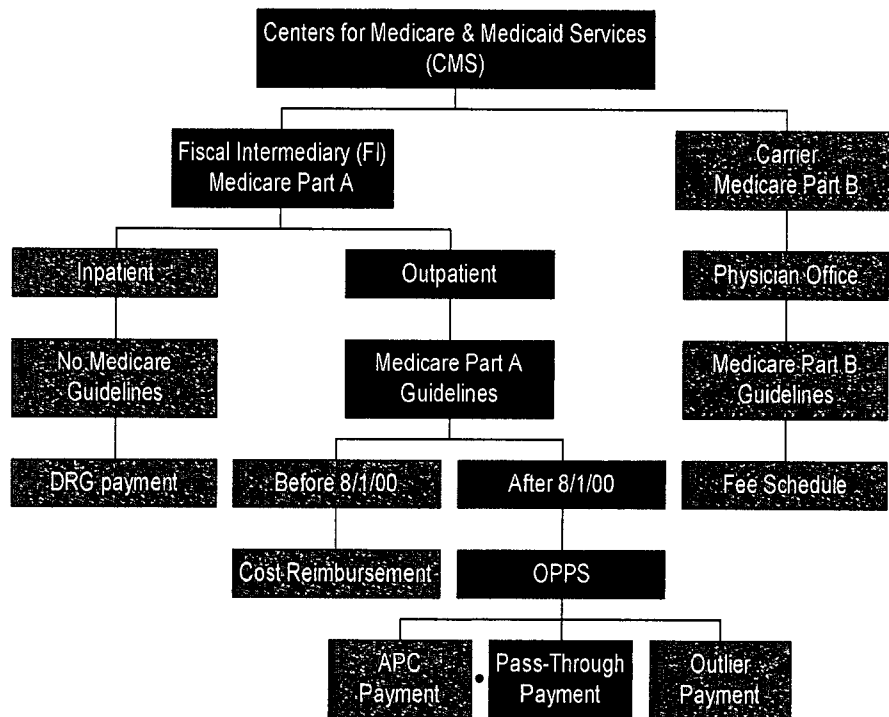
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Quick Medicare Review



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Key Highlights of Medicare

- ◆ Medicare is for the aged (over 65), disabled, and patients who have ESRD.
 - ◆ Covers hospital inpatient services (DRGs) and hospital outpatient services (APCs) and services provided by physicians (fee schedule).
 - ◆ Services provided in the physician's office (Part B) are reimbursed differently than services provided in the hospital (Part A).
 - ◆ Medicare Part A guidelines are used in the hospital outpatient setting and Medicare Part B guidelines are used in the Physician's office setting. Part A and Part B guidelines are not the same.
 - ◆ Self-injectable drugs are not covered by Medicare.
-

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**For training purposes only. Do not distribute.
During your discussions, you should never discuss
profit margins. If you need additional guidance,
please contact your District Manager or any
member of the Reimbursement Team.**

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A Review of :

Update on Ambulatory Payment Classification (APC) Final Rule

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Key Highlights of the APC Final OPPS Rule 2003 fact sheet

- ◆ CMS concluded that PROCRIT and Aranesp are “functionally equivalent”.
 - ◆ This rule established the same reimbursement rate for comparable weekly doses of PROCRIT and Aranesp.
 - ◆ CMS published a conversion ratio of 260IU PROCRIT to 1mcg Aranesp.
 - ◆ PROCRIT will be reimbursed at \$9.10/1000U and Aranesp will be reimbursed at \$2.37/1mcg.
 - ◆ At this time, only the Medicare Part A- hospital outpatient setting is affected by this rule.
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A Review of:

Streamlined Application
System (SAS) Program
Expansion

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Key Highlights of the SAS Program Expansion

- ◆ Ortho Biotech created the Streamlined Application System (SAS) program for qualified hospitals to provide PROCRIT to low income patients without insurance.
 - The program was offered in 1998 to 76 hospitals
 - 9 signed up for the program
 - The program has now been offered to about 100 hospitals
- ◆ The hospital must sign a contract with Ortho Biotech to participate.
- ◆ Hospitals that are not in the SAS program still have access to the PAP for indigent patients by calling ~~PROCRITline and enrolling each individual patient.~~

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Key Highlights of the SAS Program Expansion-con't

- ◆ Participating hospitals use the Ortho Biotech criteria to screen and qualify patients' eligibility for the patient assistance program (PAP). Our vendor, Documedics, does not screen the individual patients for SAS hospitals.
 - ◆ Hospitals must allow us to audit their screening documentation annually.
 - ◆ Hospitals that are part of a system may participate in the SAS program if one contract is signed on behalf of the entire system.
-

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A Review of :

Medicaid

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Key Highlights of Medicaid

- ◆ The Medicaid program provides assistance to low-income individuals.
- ◆ Medicaid is a joint federal and state program administered by each state within federal guidelines.
- ◆ States establish their own eligibility standards and how they administer their programs.
- ◆ Drug coverage is not a required benefit under Medicaid.

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Key Highlights of Medicaid

- ◆ Most Medicaid plans have a pharmacy benefit and medical benefit. A pharmacy benefit is *not* a federal requirement.
- ◆ Great resources for the latest state-level data on demographics, health, and health policy are:
 - ◆ www.electronicdatainterchange.org and
 - ◆ www.cms.gov.

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Comparison of Medicaid to Medicare

Medicaid	Medicare
Each state manages their own program; funded by state and federal funds	Managed by CMS; funded by federal dollars
Low Income and disabled	Over 65 years and disabled
Pharmacy Benefit	Medical Benefit (drugs administered in the physician's office are reimbursed)
Drugs paid AWP-5% to AWP-15% (to pharmacy)	Drugs paid AWP-5% (to physicians)

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Quick Coding Review

Provides a uniform method of billing and paying for services.

Used by all payers nationally.

- ◆ ICD-9 Diagnosis codes
 - ◆ CPT Physician services, like surgeries and office visits
 - ◆ HCPCS Durable medical equipment and drugs
 - ◆ NDC National Drug Codes
-

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Review of Coding for Doxil and Procrit

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- | | |
|---|--|
| <ul style="list-style-type: none">◆ PROCRIT◆ HCPCS code:<ul style="list-style-type: none">◆ Q0136 per 1000 units◆ Injection, epoetin alfa, for non-ESRD use◆ Some payers use HCPCS code:<ul style="list-style-type: none">◆ Q99XX per 1000 units◆ Injection of epo at patient hct of xx◆ ICD-9s:<ul style="list-style-type: none">◆ Anemia: 285.x◆ MDS: 238.7◆ MM: 203.0 | <ul style="list-style-type: none">◆ DOXIL◆ HCPCS code:<ul style="list-style-type: none">◆ J9001 per 10 mg◆ ICD-9s:<ul style="list-style-type: none">◆ Kaposi's: 176.x◆ Ovarian: 183.0 |
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PLEASE
DO NOT
STAPLE
IN THIS
AREA

SAMPLE HCFA 1500 FORM
ONCOLOGY INDICATION
INITIAL CLAIM
FCSO

APPROPRIATE DATE

HEALTH INSURANCE CLAIM FORM									
1. MEDICARE		2. MEDICAID		3. CHAMPUS		4. PRIVATE		5. GROUP	
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6. INSURANCE NUMBER		7. INSURANCE NUMBER							
123-45-6789A		123-45-6789A							
8. PATIENT'S NAME (Last, First, Middle Initial)		9. INSURANCE NAME (Last, First, Middle Initial)							
SMITH, JOHN Q.		SMITH, JOHN Q.							
10. PATIENT'S ADDRESS (No. Street)		11. INSURANCE ADDRESS (No. Street)							
543 MADISON STREET		543 MADISON STREET							
12. CITY		13. STATE		14. CITY		15. STATE		16. ZIP CODE	
MILFORD		CT		MILFORD		CT		06460	
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179. EMPLOYER'S PHONE (Include Area Code)		180. EMPLOYER'S PHONE (Include Area Code)							
181. EMPLOYER'S NAME (Last, First, Middle Initial)		182. EMPLOYER'S ADDRESS (No. Street)							
183. EMPLOYER'S CITY		184. EMPLOYER'S STATE		185. EMPLOYER'S CITY		186. EMPLOYER'S STATE		187. EMPLOYER'S ZIP CODE	
188. EMPLOYER'S PHONE (Include Area Code)		189. EMPLOYER'S PHONE (Include Area Code)							
190. EMPLOYER'S NAME (Last, First, Middle Initial)		191. EMPLOYER'S ADDRESS (No. Street)							
192. EMPLOYER'S CITY		193. EMPLOYER'S STATE		194. EMPLOYER'S CITY		195. EMPLOYER'S STATE		196. EMPLOYER'S ZIP CODE	
197. EMPLOYER'S PHONE (Include Area Code)		198. EMPLOYER'S PHONE (Include Area Code)							
199. EMPLOYER'S NAME (Last, First, Middle Initial)		200. EMPLOYER'S ADDRESS (No. Street)							
201. EMPLOYER'S CITY		202. EMPLOYER'S STATE		203. EMPLOYER'S CITY		204. EMPLOYER'S STATE		205. EMPLOYER'S ZIP CODE	
206. EMPLOYER'S PHONE (Include Area Code)		207. EMPLOYER'S PHONE (Include Area Code)							
208. EMPLOYER'S NAME (Last, First, Middle Initial)		209. EMPLOYER'S ADDRESS (No. Street)							
210. EMPLOYER'S CITY		211. EMPLOYER'S STATE		212. EMPLOYER'S CITY		213. EMPLOYER'S STATE		214. EMPLOYER'S ZIP CODE	
215. EMPLOYER'S PHONE (Include Area Code)		216. EMPLOYER'S PHONE (Include Area Code)							
217. EMPLOYER'S NAME (Last, First, Middle Initial)		218. EMPLOYER'S ADDRESS (No. Street)							
219. EMPLOYER'S CITY		220. EMPLOYER'S STATE		221. EMPLOYER'S CITY		222. EMPLOYER'S STATE		223. EMPLOYER'S ZIP CODE	
224. EMPLOYER'S PHONE (Include Area Code)		225. EMPLOYER'S PHONE (Include Area Code)							
226. EMPLOYER'S NAME (Last, First, Middle Initial)		227. EMPLOYER'S ADDRESS (No. Street)							
228. EMPLOYER'S CITY		229. EMPLOYER'S STATE		230. EMPLOYER'S CITY		231. EMPLOYER'S STATE		232. EMPLOYER'S ZIP CODE	
233. EMPLOYER'S PHONE (Include Area Code)		234. EMPLOYER'S PHONE (Include Area Code)							
235. EMPLOYER'S NAME (Last, First, Middle Initial)		236. EMPLOYER'S ADDRESS (No. Street)							
237. EMPLOYER'S CITY		238. EMPLOYER'S STATE		239. EMPLOYER'S CITY		240. EMPLOYER'S STATE		241. EMPLOYER'S ZIP CODE	
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251. EMPLOYER'S PHONE (Include Area Code)		252. EMPLOYER'S PHONE (Include Area Code)							
253. EMPLOYER'S NAME (Last, First, Middle Initial)		254. EMPLOYER'S ADDRESS (No. Street)							
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260. EMPLOYER'S PHONE (Include Area Code)		261. EMPLOYER'S PHONE (Include Area Code)							
262. EMPLOYER'S NAME (Last, First, Middle Initial)		263. EMPLOYER'S ADDRESS (No. Street)							
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271. EMPLOYER'S NAME (Last, First, Middle Initial)		272. EMPLOYER'S ADDRESS (No. Street)							
273. EMPLOYER'S CITY		274. EMPLOYER'S STATE		275. EMPLOYER'S CITY		276. EMPLOYER'S STATE		277. EMPLOYER'S ZIP CODE	
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287. EMPLOYER'S PHONE (Include Area Code)		288. EMPLOYER'S PHONE (Include Area Code)							
289. EMPLOYER'S NAME (Last, First, Middle Initial)		290. EMPLOYER'S ADDRESS (No. Street)							
291. EMPLOYER'S CITY		292. EMPLOYER'S STATE		293. EMPLOYER'S CITY		294. EMPLOYER'S STATE		295. EMPLOYER'S ZIP CODE	
296. EMPLOYER'S PHONE (Include Area Code)		297. EMPLOYER'S PHONE (Include Area Code)							
298. EMPLOYER'S NAME (Last, First, Middle Initial)		299. EMPLOYER'S ADDRESS (No. Street)							
300. EMPLOYER'S CITY		301. EMPLOYER'S STATE		302. EMPLOYER'S CITY		303. EMPLOYER'S STATE		304. EMPLOYER'S ZIP CODE	
305. EMPLOYER'S PHONE (Include Area Code)		306. EMPLOYER'S PHONE (Include Area Code)							
307. EMPLOYER'S NAME (Last, First, Middle Initial)		308. EMPLOYER'S ADDRESS (No. Street)							
309. EMPLOYER'S CITY		310. EMPLOYER'S STATE		311. EMPLOYER'S CITY		312. EMPLOYER'S STATE		313. EMPLOYER'S ZIP CODE	
314. EMPLOYER'S PHONE (Include Area Code)		315. EMPLOYER'S PHONE (Include Area Code)							
316. EMPLOYER'S NAME (Last, First, Middle Initial)		317. EMPLOYER'S ADDRESS (No. Street)							
318. EMPLOYER'S CITY		319. EMPLOYER'S STATE		320. EMPLOYER'S CITY		321. EMPLOYER'S STATE		322. EMPLOYER'S ZIP CODE	
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325. EMPLOYER'S NAME (Last, First, Middle Initial)		326. EMPLOYER'S ADDRESS (No. Street)							
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334. EMPLOYER'S NAME (Last, First, Middle Initial)		335. EMPLOYER'S ADDRESS (No. Street)							
336. EMPLOYER'S CITY		337. EMPLOYER'S STATE		338. EMPLOYER'S CITY		339. EMPLOYER'S STATE		340. EMPLOYER'S ZIP CODE	
341. EMPLOYER'S PHONE (Include Area Code)		342. EMPLOYER'S PHONE (Include Area Code)							
343. EMPLOYER'S NAME (Last, First, Middle Initial)		344. EMPLOYER'S ADDRESS (No. Street)							
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350. EMPLOYER'S PHONE (Include Area Code)		351. EMPLOYER'S PHONE (Include Area Code)							
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354. EMPLOYER'S CITY		355. EMPLOYER'S STATE		356. EMPLOYER'S CITY		357. EMPLOYER'S STATE		358. EMPLOYER'S ZIP CODE	
359. EMPLOYER'S PHONE (Include Area Code)		360. EMPLOYER'S PHONE (Include Area Code)							
361. EMPLOYER'S NAME (Last, First, Middle Initial)		362. EMPLOYER'S ADDRESS (No. Street)							
363. EMPLOYER'S CITY		364. EMPLOYER'S STATE		365. EMPLOYER'S CITY		366. EMPLOYER'S STATE		367. EMPLOYER'S ZIP CODE	

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We Covered....

- ✓ Know who to contact for Reimbursement Questions
 - ✓ Know what reimbursement pieces to use with providers/staff
 - ✓ Know how to present PROCRIline.com features to a customer
 - ✓ Review of Fact sheets on:
 - PROCRIline Services
 - Update on the Ambulatory Payment Classification Final Rule
 - Streamlined Application System (SAS) Expansion Program
 - Medicaid
 - ✓ A quick review of Medicare and coding
-

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Remember...

- ◆ Visit Procritline.com often so you can highlight the valuable resources for your customers.
- ◆ Visit PROCRTline.com and review the glossary and 'Health Care Payment Systems'.
- ◆ Know your Medicare coverage guidelines!
- ◆ Review the Hospital Reimbursement Training CD-ROM to reinforce knowledge.
- ◆ Treat CAC member in your territory as a VIP!

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Remember...

- ◆ Know your Field-based Reimbursement Manager.
 - ◆ Know how and when to access PROCRITline 1-(800)-553-3851.
 - ◆ Have stock of reimbursement pieces and be familiar with how to present to customers.
 - ◆ Read the reimbursement fact sheets and sales bulletins as you get them.
-

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Questions?

Thank you!

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